

# 4Q24 Earnings Presentation

**Investor Relations** 

#### Forward Looking Statements

This presentation may contain certain statements that express the management's expectations, beliefs and assumptions about future events or results. Such statements are not historical fact, being based on currently available competitive, financial and economic data, and on current projections about the industries B3 works in.

The verbs "anticipate," "believe," "estimate," "expect," "forecast," "plan," "predict," "project," "target" and other similar verbs are intended to identify these forward-looking statements, which involve risks and uncertainties that could cause actual results to differ materially from those projected in this presentation and do not guarantee any future B3 performance. The factors that might affect performance include, but are not limited to: (i) market acceptance of B3 services; (ii) volatility related to (a) the Brazilian economy and securities markets and (b) the highly-competitive industries in which B3 operates; (iii) changes in (a) domestic and foreign legislation and taxation and (b) government policies related to the financial and securities markets; (iv) increasing competition from new entrants to the Brazilian markets; (v) ability to keep up with rapid changes in technological environment, including the implementation of enhanced functionality demanded by B3 customers; (vi) ability to maintain an ongoing process for introducing competitive new products and services, while maintaining the competitiveness of existing ones; (vii) ability to attract new customers in domestic and foreign jurisdictions; (viii) ability to expand the offer of B3 products in foreign jurisdictions.

All forward-looking statements in this presentation are based on information and data available as of the date they were made, and B3 undertakes no obligation to update them in light of new information or future development.

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		4Q24	4Q24/4Q23	4Q24/3Q24
Listed - Equities				
E 11	ADTV (R\$ millions)	25,592	5.5%	10.0%
Equities	Average Fee ( <i>bps</i> )	3.082	-0.216 bps	-0.266 bps
Stock Indices	ADV (thousands of contracts)	3,204	-5.6%	3.4%
	Average RPC (R\$)	0.960	2.6%	-0.2%
	ADV (thousands of contracts)	6,143	-0.4%	-14.0%
Listed - Derivatives	Average RPC (R\$)	1.828	22.6%	23.8%
отс				
Fixed la serve	New issues (R\$ bn)	5,349	13.8%	13.1%
Fixed Income	Outstanding volume (R\$ bn)	7,547	23.9%	4.8%
Derivatives	New issues (R\$ bn)	4,439	17.5%	14.3%
	Outstanding volume (R\$ bn)	7,981	29.4%	10.1%

# [**B**]<sup>3</sup> Highlights

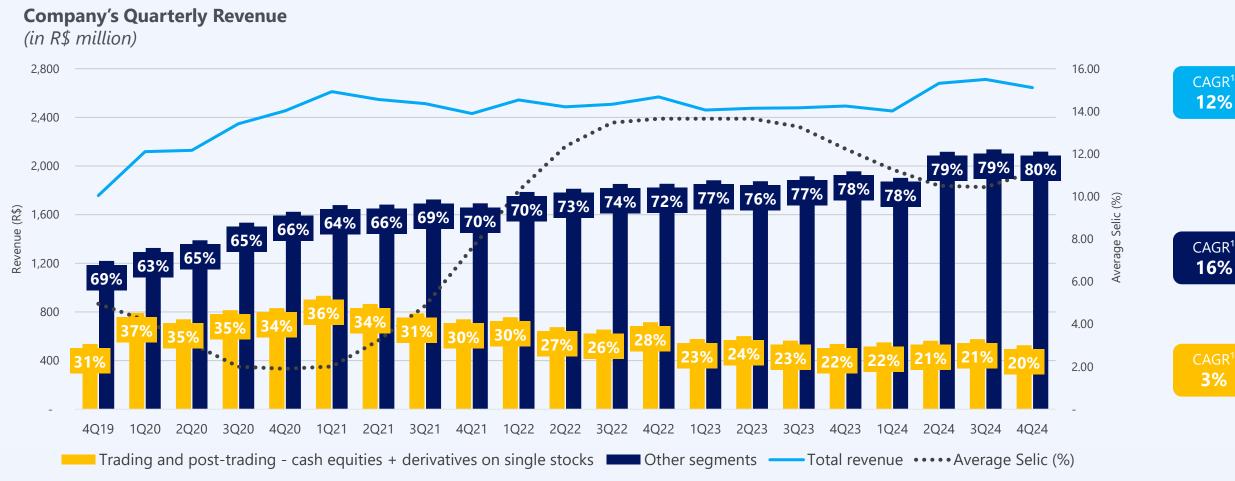
Financial Performance

(R\$ million)	4Q24	4Q24/4Q23	4Q24/3Q24
Total Revenues	2,667.8	7.0%	-1.6%
Listed	1,502.8	5.9%	-6.1%
OTC	436.3	9.4%	0.9%
Infrastructure for financing	132.4	-13.5%	-0.4%
Technology, data and services	572.5	9.7%	4.7%
Reversal of provisions	23.7	-	-
Net Revenues	2,399.2	7.0%	-1.5%
Expenses	(908.2)	-15.3%	9.3%
Personnel and charges	(407.0)	13.9%	8.9%
Data processing	(177.0)	3.9%	7.9%
Depreciation and amortization	(103.3)	-63.1%	3.6%
Other	(220.9)	-16.7%	14.1%
Recurring EBITDA <sup>1</sup>	1,597.6	9.5%	-6.4%
Recurring EBITDA margin <sup>1</sup>	67.2%	215 bps	-280 bps
Financial result	(2.1)	-	_
Recurring net income <sup>1</sup>	1,201.0	13.6%	-2.0%

**[B]**<sup>3</sup>

## **Diversified Business Model**

Despite the still challenging environment for the cash equities market, the Company's total revenue has shown resilient behavior, supported by multiple growth drivers

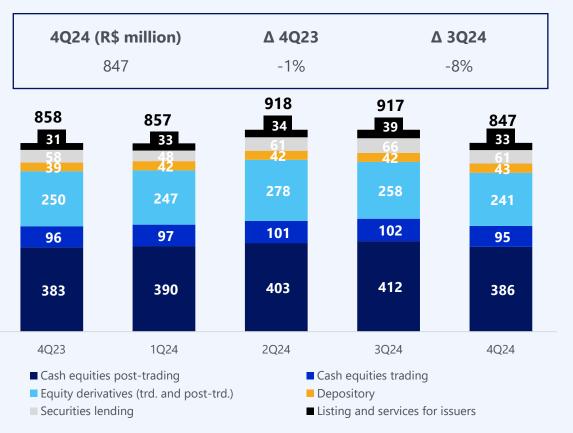


Revenue from other segments includes stock indices derivatives, depository, securities lending, issuers, FICC, OTC, Infrastructure for Financing and Technology, Data and Services. <sup>1</sup> From 2019 to LTM 24.

## **Listed Equities**

Results 4Q24

#### **Revenue distribution** (*R*\$ *million*)



\*Not adjusted for negative R\$ 5.0m in 4Q23 for educational incentives and not adjusted for negative R\$ 1.7 m in 2Q24, R\$1.8 m in 3Q24 and R\$11.5 m in 4Q24 for educational incentives

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### HIGHLIGHTS 4Q24 / 4Q23:

Decrease in trading and post-trading revenue explained by a lower margin on cash equities, primarily (i) due to higher volumes traded through market makers programs and (ii) due to increased volume of index option exercises during the quarter.

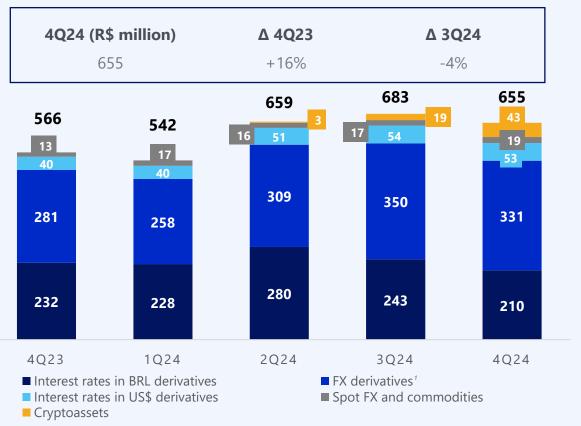
Turnover closed at 145%, higher than recorded in 4Q23 (136%) and 3Q24 (128%).

# **Interest Rates, FX and Commodities**

Results 4Q24

B

#### **Revenue distribution** (*R*\$ *million*)



<sup>1</sup> Segment impacted from the 4Q21 by the cash flow hedge accounting constituted in the bond issuance. More information on our earnings release.

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## HIGHLIGHTS 4Q24 / 4Q23:

Increase of 16% in segment revenues reflecting the growth in revenues from FX Derivatives and Interest derivatives in USD, which increase in volume and RPC during the period, as well as Bitcoin Futures, launched in April 2024, which totaled R\$43 million in 4Q24.

The ADV totaled 6.1 million contracts, in line with 4Q23, with a 7% decrease in Interest volume in BRL, almost entirely offset by the growth in volume in other contracts.

Bitcoin Futures registered an ADV of 206 thousand contracts during the period, 72.3% above 4Q24.

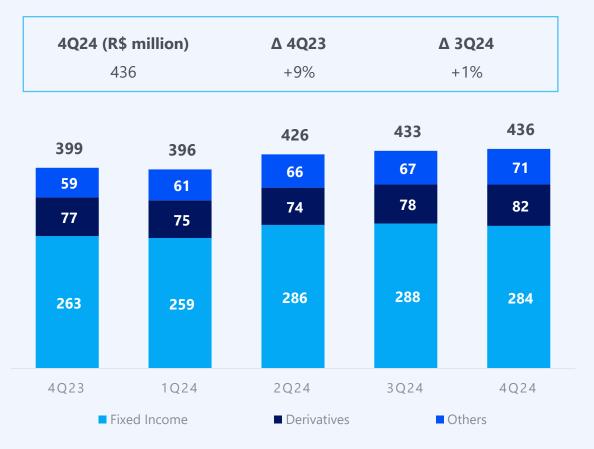
Increase of 23% in the average RPC due to an 22% decrease in the RPC Interest Rate in USD, explained by the appreciation of the USD relative to the BRL.



# OTC

Results 4Q24

#### **Revenue distribution** (*R*\$ *million*)





## HIGHLIGHTS 4Q24 / 4Q23:

#### **Fixed income instruments**

Increase of 9% in revenue:

- i) Growth of 25% in the issuances of bank funding instruments;
- ii) Growth of 26% in the debentures in Corporate debt\*
- iii) Growth in revenues from the distribution of debentures

#### **Derivatives and structured transactions:**

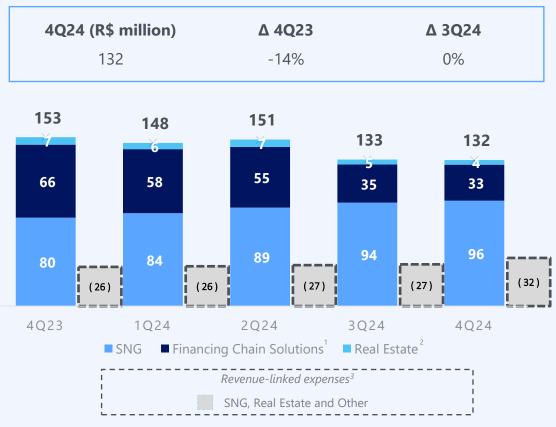
Increase of 8% in revenue:

i) Growth of revenues from options, forward contracts and swap transactions.

## Infrastructure for Financing

Results 4Q24

#### **Revenue distribution** (*R*\$ *million*)



<sup>1</sup>Includes: SNG and other services for the vehicle financing chain. <sup>2</sup>Includes: colateral management. registration of real estate contracts and others. <sup>3</sup>Considers only the revenue-linked expenses related to the Infrastructure for financing segment.



### HIGHLIGHTS 4Q24 / 4Q23:

Reduction of 14%, explained by the end of the Desenrola program in 2Q24, partially offset by growth in the SNG.

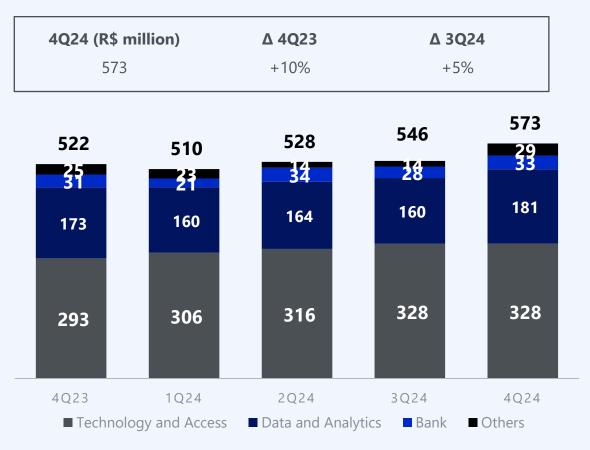
The number of financed vehicles increased by 15%. The percentage of financed vehicles reached 34% of vehicles sold, representing an increase of 1.2 p.p. compared to 4Q23.

## Technology, Data and Services

Results 4Q24

B

#### **Revenue distribution** (*R*\$ *million*)





## HIGHLIGHTS 4Q24 / 4Q23:

Increase of 10% in segment revenue, explained by:

i) Growth of 7% in the average number of customers in the OTC utilization, as well as the annual price adjustment for inflation;

ii) Revenue growth in Neurotech and Neoway;

iii) Higher revenue at Banco B3.

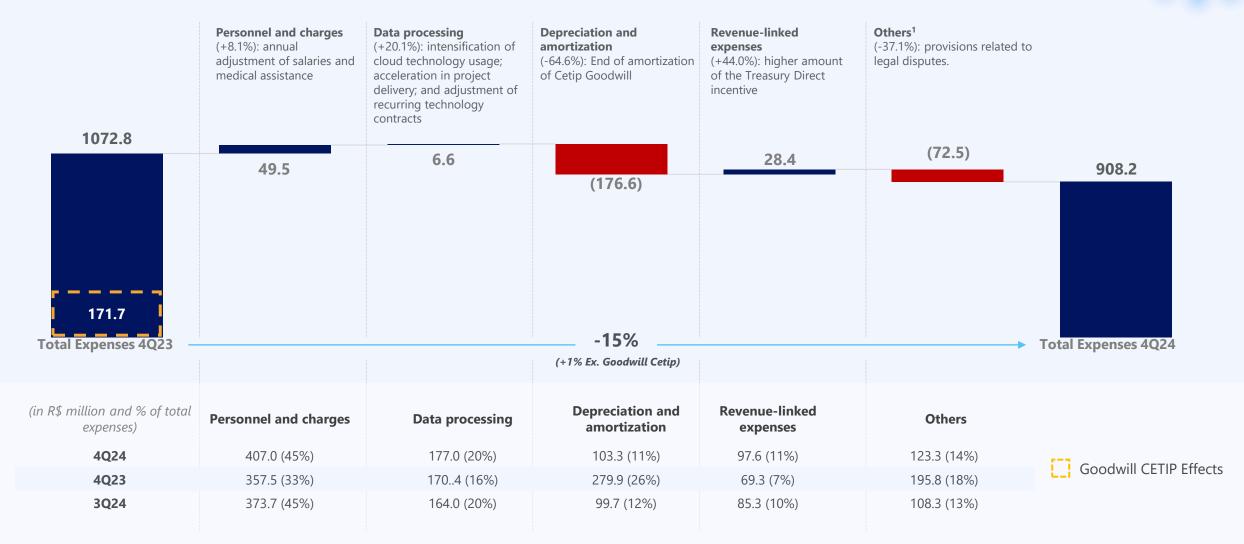
**[B**]<sup>3</sup>

## Adjusted Expenses<sup>1</sup> (R\$ million)

633.1	Adjusted personnel <sup>2</sup> (+3%): annual adjustment of salaries and medical assistance <b>8.1</b>	Data processing (+4%): intensification of cloud technology usage; acceleration in project delivery; and adjustment of recurring technology contracts	Third-party services (+9%): non-recurring consultancy expenses in 4Q24 <b>3.2</b>	Others <sup>3</sup> (-50%)	597.0
Adjusted Expenses 4Q23					Adjusted Expenses 4Q24
(in R\$ million and % of total adjusted expenses)	Adjusted Personnel	Data Processing	Third-party services	Others	
4Q24	325.7 (55%)	177.0 (30%)	40.6 (7%)	53.7 (9%)	
4Q23	317.6 (50%)	170.4 (27%)	37.4 (6%)	107.7 (17%)	
3Q24	328.6 (57%)	164.0 (28%)	36.7 (6%)	48.6 (8%)	

<sup>1</sup>Adjusted to exclude (i) depreciation and amortization; (ii) long-term stock-based compensation (principal + payroll taxes); (iii) provisions; (iv) revenue-linked expenses. <sup>2</sup> Excludes the long-term stock-based compensation (principal + payroll taxes). 3 Includes expenses with maintenance, taxes, board and committee members compensation and others.

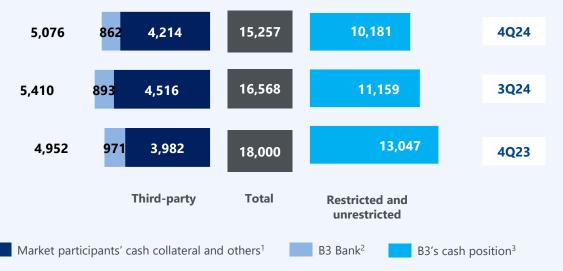
## **Total Expenses** (*R*\$ million)



<sup>1</sup>Includes other expenses of the Company described in the Income Statement: Third-party services, Maintenance in general, Promotion and publicity, Taxes and charges, Board and committee members and Sundry expenses.

# **Financial Highlights**

#### **Cash and Financial Investments** (*R*\$ million)



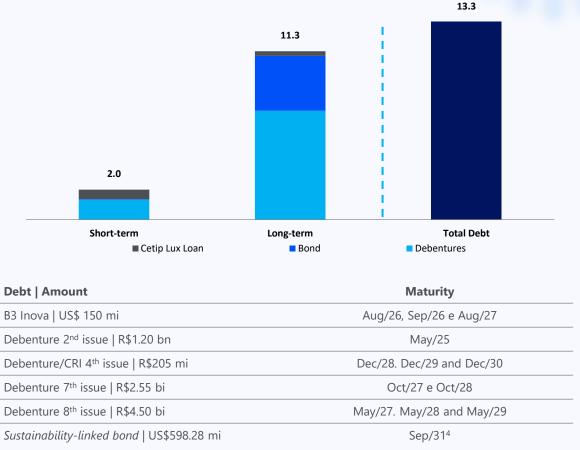
#### HIGHLIGHTS 4Q24 / 4Q23:

- Amendment to the 9<sup>th</sup> Debenture Issuance, as per the <u>Material Fact of 12/23/24</u>, in the amount of BRL 1.7 billion, with a term of 6 years.
- Start of the 2025 Share Buyback Program, with a maximum quantity of 380 million shares, until the maximum deadline of February 28, 2026, as per the <u>Material Fact of 12/13/24</u>.

Debenture 8<sup>th</sup> in Debenture Issuance, as per the Material Fact of 12/23/24, in the amount

<sup>1</sup>Includes earnings and rights on securities in custody and deposits in an escrow account. Third-party cash is not considered as B3's own cash, but the Company earns interest on most of this cash balance. <sup>2</sup>Primarily composed of B3 Bank clients' deposits. <sup>3</sup>Does not include investments in NUAM Exchange and Fundo L4..

#### **Financial Leverage and Debt Schedule Debt Amortization Schedule** (*R*\$ *billion*)



<sup>4</sup>Bond has hedge accounting – see note 9 of Financial Statement

Gross indebtedness at the end of September was 2.0x recurring LTM EBITDA

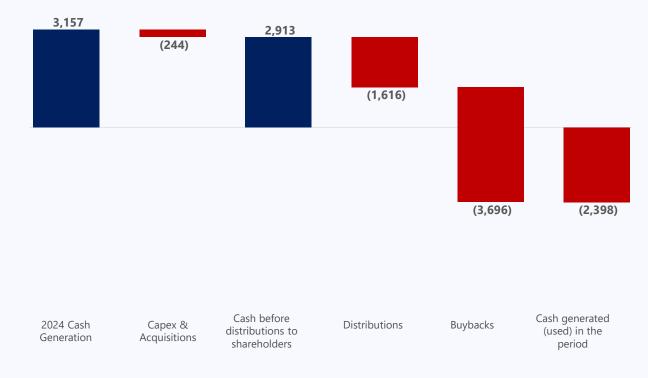
# **Financial Highlights**

## **Cash Generation** (*R*\$ *million*)

R\$ million	2024	2023
Adj. net cash from operating activities <sup>1</sup>	6,321	5,591
Net cash from investment activities <sup>2</sup>	(47)	43
Net cash from financing activities before distributions <sup>3</sup>	(3,117)	1,134
Cash generation (before distributions, CAPEX and acquisitions)	3,157	6,768
CAPEX & Acquisitions	(244)	(871)
Distributions	(1,616)	(2,541)
Buyback	(3,696)	(2,493)
Cash generated (used) in the period	(2,398)	863

<sup>1</sup>Cash flow from operating activities. adjusted by the variation of financial investments and third-parties collateral. <sup>2</sup> Cash flow from investment activities other than capex and acquisitions. <sup>3</sup> Cash flow from interest and amortization paid and debt issued in the period.

#### **Cash Destination – 2024** (*R*\$ million)





# Appendix



Adjusted Expenses

(In R\$ millions)	4Q24	4Q23	4Q24/4Q23	3Q24	4Q24/3Q24
Expenses	(908.2)	(1,072.8)	-15.3%	(831.1)	9.3%
(+) Depreciation and amortization	103.3	279.9	-63.1%	99.7	3.6%
(+) Long-term stock-based incentive program	54.5	39.8	36.9%	45.1	20.9%
(+) Extraordinary expenses with contractual terminations	25.6	-	-	-	-
(+) Provisions (recurring and non-recurring)	28.9	40.4	-28.4%	21.3	36.0%
(+) Revenue-linked expenses	97.6	69.3	40.9%	85.3	14.4%
(+) Other extraordinary expenses	1.2	10.3	-88.5%	1.7	-31.3%
Adjusted expenses	(597.0)	(633.1)	-5.7%	(577.9)	3.3%



Recurring EBITDA

(In R\$ millions)	4Q24	4Q23	4Q24/4Q23	3Q24	4Q24/3Q24
EBITDA	1,594.3	1,449.3	10.0%	1,704.6	-6.5%
(+) Extraordinary expenses related to contract terminations	25.6	-	-	-	-
(+) Other non-recurring revenues	1.2	10.3	-	1.7	-
(+) Reversal of provisions	(23.4)	-	-	-	-
Recurring EBITDA	1,597.6	1,459.6	9.5%	1,706.3	-6.4%
Recurring EBITDA margin	67.2%	65.1%	215 bps	70.0%	-280 bps

#### Net Income Reconciliation

(In R\$ millions)	4Q24	4Q23	4Q24/4Q23	3Q24	4Q24/3Q24
Net income (attributable to shareholders)	1,178.5	915.5	28.7%	1,204.5	-2.2%
(+) Reversal of provisions	(23.4)	-	-	-	-
(+) Extraordinary expenses related to contract terminations	25.6	-	-	-	-
(+) Other non-recurring expenses	1.2	10.3	-88.5%	1.7	-31.3%
(+) Tax impacts from non-recurring items	(1.1)	(3.5)	-68.2%	(0.6)	90.7%
(+) Amortization of intangible assets	20.4	135.3	-84.9%	20.4	0.0%
Recurring net income	1,201.0	1,057.7	13.6%	1,226.0	-2.0%

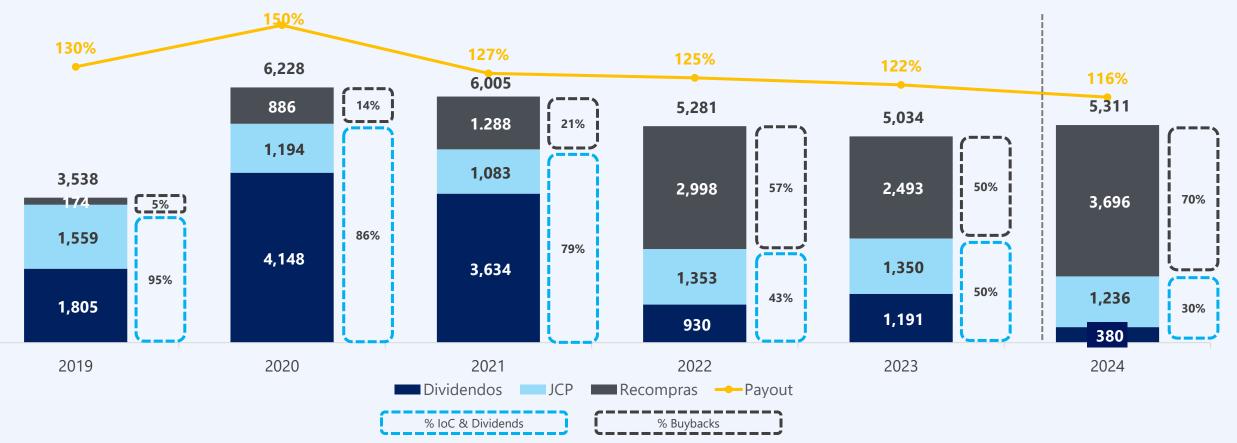


## **Return to Shareholders**

Strategy to return most of the Company's cash generation

#### **Return to Shareholders**

(*R*\$ million and % of net income)





## **Active Share Buyback Program**

Since 2019, the Company has repurchased around 15% of its capital and canceled 751 million shares

#### Shares issued, held in treasury, and canceled

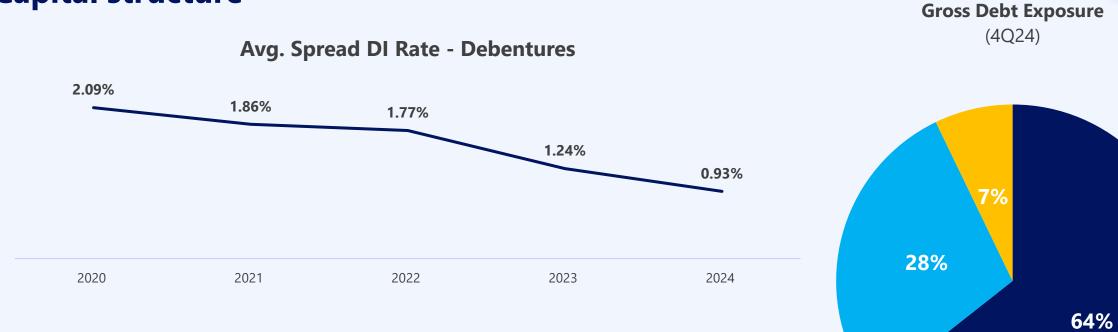
(in millions of shares, except the EPS)



<sup>1</sup> Net income attributable to shareholders divided by the total number of shares issued at the end of the period. Values prior to the split, carried out in 2021, were adjusted to be comparable.

**[B**]<sup>3</sup>

## **Capital structure**



Bond 2031 - 4,125% p.a. B3 Inova

CDI

